

## Message Text

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ACTION VO-03

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TO SECSTATE WASHDC 2917

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AMCONSUL LENINGRAD

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E.O. 11652: N/A

TAGS: BTEN CVIS CGEN UR US

SUBJECT: MULTIPLE-ENTRY-AND-EXIT VISAS FOR US BUSINESSMEN  
RESIDENT IN USSR

REF: (A) STATE 76731 OF APRIL 24, 1973; (B) MOSCOW 3029 OF  
MARCH 20, 1973; (C) MOSCOW 3729 OF APRIL 6, 1973; (D) STATE 178220

1. EXPANSION OF STAFFS OF SEVERAL US COMPANIES WHICH MAINTAIN  
ACCREDITED OFFICES IN MOSCOW HAS AGAIN CALLED ATTENTION TO  
PROBLEM OF OBTAINING MULTIPLE-ENTRY-AND-EXIT VISAS FOR RESIDENT  
AMERICAN BUSINESSMEN OTHER THAN HEADS OF OFFICES. AT PRESENT,  
CHASE AND FNCB HAVE BEEN ABLE OBTAIN MULTIPLE-ENTRY-AND-EIXT  
VISAS FOR NUMBER TWO MEN IN OFFICES. THIRD BANK, BANK OF  
AMERICA, HAS BEEN ASSURED THAT NUMBER TWO MAN WOULD RECEIVE  
SUCH MULTIPLE VISA, AND BA HOLDING OFF ON APPOINTMENT PRIMARILY  
DUE TO HOUSING SITUATION. BANKS ARE ACCREDITED TO GOSBANK,  
WHICH HAS PERHAPS MADE MORE LIBERAL RECOMMENDATIONS TO MFA  
THAN HAS MFT, TO WHICH COMPANIES ARE ACCREDITED. FOR EXAMPLE,  
PULLMAN COMPANY HAS THUS FAR BEEN UNSUCCESSFUL IN ITS EFFORT  
OBTAIN MULTIPLE-VISA FOR ITS NUMBER TWO MAN, AND RECENT ARRIVAL  
OF THIRD MEMBER OF PULLMAN'S STAFF FURTHER COMPLICATES  
SITUATION. DOW CHEMICAL HAS BEEN INFORMED BY MFT'S PROTOCOL  
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SECTION THAT NUMBER TWO MAN IN DOW'S NEWLY-OPENED OFFICE COLD

NOT HAVE MULTIPLE-VISA BECAUSE THIS WOULD GIVE OTHER COMPANIES WITH ACCREDITED OFFICES BASIS ON WHICH TO DEMAND SIMILAR TREATMENT. NUMBER TWO MAN IN GENERAL ELECTRIC'S MOSCOW OFFICE ARRIVED MOSCOW SEPTEMBER 23 AND INITIAL REACTION OF PROTOCOL DEPARTMENT TO REQUEST FOR MULTIPLE-VISA WAS NOT ENCOURAGING. IBM EXPECTS SECOND MEMBER OF STAFF (TO HANDLE DATA PROCESSING SIDE OF BUSINESS) TO ARRIVE SHORTLY, AND EMBASSY EXPECTS THAT MOST OF THE ACCREDITED COMPANIES WILL EVENTUALLY HAVE AT LEAST TWO AMERICANS ON STAFFS.

2. THERE IS CLEARLY NO ESSENTIAL DIFFERENCE BETWEEN REQUIREMENTS AS FAR AS SOVIET VISAS ARE CONCERNED OF NUMBER TWO MEN IN BANK OFFICES AND NUMBER TWO MEN IN OFFICES OF OTHER COMPANIES. INCONVENIENCES OF NOT HAVING MULTIPLE-ENTRY-AND-EXIT VISAS ARE CONSIDERABLE. OBTAINING NEW VISA FOR EACH ENTRY IS OFTEN TIME-CONSUMING BUREAUCRATIC HASSLE WHICH CAN DELAY TRAVEL. PERHAPS MORE SIGNIFICANTLY, AMERICAN BUSINESSMAN IN USSR WITHOUT VALID EXIT VISA MUST OBTAIN ONE IN ORDER TO DEPART FROM COUNTRY. OVIR DOES NOT WORK WEEKENDS, AND SUCH A BUSINESSMAN WHO SUDDENLY NEEDS TO DEPART FROM USSR LATE FRIDAY OR DURING WEEKEND PROBABLY CANNOT OBTAIN NECESSARY EXIT DOCUMENTATION UNTIL MONDAY.

3. EMBASSY BELIEVES IT WOULD BE APPROPRIATE TO AGAIN REQUEST MULTIPLE-ENTRY-AND-EXIT VISAS FOR ALL US BUSINESSMEN. AS INDICATED REF B EMBASSY MADE SUCH REQUEST IN EARLY 1973, BUT AGREEMENT WAS REACHED ONLY FOR RECIPROCAL ISSUANCE OF VISAS TO HEADS OF BUSINESS AND COMMERCIAL ESTABLISHMENTS.

4. RENEWED PROPOSAL SHOULD BE MADE TO BOTH MFT AND CONSULAR ADMINISTRATION MFA. US APPROACH WILL PROBABLY RAISE INEVITABLE QUESTIONS OF RECIPROCITY, AND EMBASSY REQUESTS AUTHORITY AGAIN TO OFFER RECIPROCAL ISSUANCE OF ONE-YEAR MULTIPLE-ENTRY VISAS TO ALL SOVIET PERSONNEL RESIDENT IN UNITED STATES WITH SOVIET COMMERCIAL ORGANIZATIONS, IN EXCHANGE FOR MULTIPLE-ENTRY-AND-EXIT VISAS FOR ALL US BUSINESSMEN RESIDENT USSR. EMBASSY ALSO PROPOSES TO SUGGEST THREE-FOR-THREE ALTERNATIVE PORTS -- ROUTINELY MOSCOW, LENINGRAD AND VYBORG FOR NEW YORK, DULLES AND ROUSES POINT.

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5. EMBASSY WOULD ALSO BE GRATEFUL IF, FOR OUR BACKGROUND INFORMATION, DEPARTMENT WOULD RESTATE ITS PRESENT POSITION WITH REGARD TO WHETHER A OR B-1 VISAS ARE APPROPRIATE FOR INDIVIDUALS WHO ARE HEADS AND MEMBERS OF STAFFS OF VARIOUS COMMERCIAL ORGANIZATIONS IN UNITED STATES. WE UNDERSTAND SOVIETS IN B-1 STATUS MUST APPLY FOR EXTENSION OF STAY AFTER SIX MONTHS IN UNITED STATES.  
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